

Message Text

CONFIDENTIAL

PAGE 01 BUENOS 07527 142120Z

65

ACTION L-03

INFO OCT-01 ARA-06 ISO-00 CIAE-00 DODE-00 PM-04 H-02

INR-07 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15

USIA-06 MC-02 EB-07 NRC-05 TRSE-00 ERDA-05 COME-00

OPIC-03 AID-05 /080 W

----- 017861

P 142020Z NOV 75

FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC PRIORITY 3456

C O N F I D E N T I A L BUENOS AIRES 7527

E.O. 11652: GDS

TAGS: BGEN, BFOR, PINR

SUBJECT: BRIBERY OF FOREIGN OFFICIALS BY U.S. FIRMS OPERATING
ABROAD

REF: STATE 258169

1. PROPOSED DISCLOSURE OF INFORMATION ON FMS SALES AS
OUTLINED BY NEW DEFENSE DEPARTMENT REGULATION WILL SERIOUSLY
IMPAIR THE COMPETITIVENESS OF U.S. EXPORTERS IN ARGENTINA.
DEPARTMENT OF STATE'S THINKING ON MUNITIONS CONTROL
LICENSING REGULATIONS AS OUTLINED REFTel APPEARS TO BE
MORE REALISTIC. IN EMBASSY'S VIEW, PROCEDURES ADOPTED
SHOULD A) LEAVE TO THE PURCHASING COUNTRY THE DECISION AS
TO WHETHER FULL DISCLOSURE SHOULD BE MADE, AND B) IF MADE,
DISCLOSURE SHOULD APPLY TO ALL COMPANIES CONCERNED, BOTH
U.S. AND NON-U.S., AND TO ALL INTERNATIONAL PURCHASING
PROPOSALS WHETHER OR NOT U.S. FIRMS ARE INVOLVED.

2. IN ARGENTINA'S PARTICULAR CASE WE QUESTION WHETHER
GOA WILL BE INTERESTED IN REGULAR, UNBIASED PLAN FOR DIS-
CLOSURE OF FEES AND COMMISSIONS OF TYPE WHICH WOULD NOT
AFFECT ADVERSELY COMPETITIVE POSITION OF U.S. FIRMS.
WHILE MINISTRY OF ECONOMY PROBABLY HAS BROAD AUTHORITY IN
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BUENOS 07527 142120Z

THIS AREA THROUGH ITS SUB-SECRETARIAT OF PRICES AND SUPPLY,

SALES OF MAJOR U.S. EXPORTS TO ARGENTINA ARE MADE TO
SEVERAL MAJOR AUTONOMOUS AND SEMI-AUTONOMOUS ENTITIES.
EMBASSY HAS DOUBTS THAT CENTRAL GOA AUTHORITY WILL EFFEC-
TIVELY EXTEND OVER THESE ORGANIZATIONS.

3. COMMENT: AS DEPARTMENT WELL KNOWS, IT IS
UNFORTUNATE FACT OF LIFE IN LATIN AMERICA AND ELSEWHERE
THAT PAYOFFS TO INFLUENCE GOVERNMENT OFFICIALS ON CONTRACTS
ARE PART OF LATIN AMERICAN LIFE STYLE, WITH INITIATIVE
OFTEN COMING FROM FOREIGN OFFICIALS. EMBASSY HOPES USG
WILL ARRIVE AT FORMULA ON DISCLOSURE WHICH WILL NOT
PREJUDICE EFFORTS U.S. BUSINESS VIS-A-VIS COMPETITION FROM
EUROPE AND ELSEWHERE.
MONTLLOR

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BRIBERY, DIPLOMATIC PERSONNEL, BUSINESS FIRMS, COMMERCIAL LAW
Control Number: n/a
Copy: SINGLE
Draft Date: 14 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BUENOS07527
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750397-0727
From: BUENOS AIRES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751143/aaaabmdv.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION L
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 STATE 258169
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2003 by ellisoob>; APPROVED <18 DEC 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BRIBERY OF FOREIGN OFFICIALS BY U.S. FIRMS OPERATING ABROAD
TAGS: BGEN, PFOR, PINR, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006